Reducing travel agents' financial burden during COVID times
Domestic destinations, a path to sales recovery
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Forecast model country-level scope & overview

Our comprehensive air travel demand forecasting model has strong global coverage and country to country granularity

We forecast across 67 countries

Representing 95% of the market

Predicting that by December 2020...

68% of domestic travel will resume

37% of international travel will resume

1. Based on 2019 seat capacity (sourced from PlaneStats)
Global Domestic Traffic Forecast
Moderate scenario projects that by Dec 2020, domestic air travel demand for majority of countries will recover to be more than 40% of prior year levels.

Domestic Traffic* by Travel Months
YoY% comparison of O&D Passenger Volume, by month, Year=2020

Recovery Category of Domestic Traffic by Countries
Recovery rate % compared to the 2019 Passenger Volumes by Country, Moderate Scenario

Data Source: AiRecovery – Air Travel Forecasting developed by IATA and Oliver Wyman based on DDS data
* Total domestic traffic does not include the countries where the forecasting results are not available.
Global International Traffic Forecast

Moderate scenario projects that by Dec 2020, international air travel demand for all countries are either emerging recovery or largely unrecovered compared to prior year levels.

**International Traffic* by Travel Months**

YoY% comparison of O&D Passenger Volume, by month, Year=2020

**Recovery Category of International Traffic by Countries**

Recovery rate % compared to the 2019 Passenger Volumes by Country, Moderate Scenario

Data Source: AiRecovery – Air Travel Forecasting developed by IATA and Oliver Wyman based on DDS data

* Total international traffic does not include the countries where the forecasting results are not available.
How can you get more updates?

This COVID-19 map is updated regularly and due to the ever-changing nature of the regulations, we strongly advise that you check with your airline before you travel. This information is part of IATA’s Timatic offering and as such unlimited access is available via a subscription. Access to this map is a courtesy allowing you to view a maximum of 10 countries. Thank you for your understanding.

https://www.iatatravelcentre.com/world.php
Alleviating Travel Agents’ financial burden
Travel agents’ treasury faces challenges

- Drop of sales strengthens the importance of cost control
- Acquirers’ holdbacks
- Financial securities for airlines sales
## IATA services for travel agents

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<th>GoGlobal</th>
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*Other forms of payments can be agreed with airlines*
What is IATA Easy Pay?
What is IATA EasyPay (IEP)?

- B2B payment solution for Agents to issue Airline tickets in the BSP
- Pay-As-You-Go online wallet only available for IATA agents
- Accepted by most BSP airlines
  *(Up to date list available on the IATA EasyPay Portal)*
Benefits of IEP

• Easy way of transacting

• Top up your account based on your needs

• Detailed reporting on transactions

• No fees, and no minimum balance required

• No commitment to use or maintain the account

• Single and Multi use numbers

• Option for GoStandard agents to reduce financial security amount

• Option for GoStandard agents to Manage RHC
IATA EasyPay
Free online training

https://media.iata.org/iata/easypay-training
Is a code all you need?

Travel Industry Designator Service (TIDS) It is a unique code that allows the bookings of travel agents and other tourism sales intermediaries to be recognized by all industry suppliers from airlines, hotel & resort chains, cruise lines, car rental companies, theme parks, and rail companies.

To Get Started:

- Completed application form through IATA customer
- Government-issued license for travel agents (where applicable) or a copy of business registration including tax registration/other business registration number.
- Documentation supporting legal form of business and ownership of the entity
- Bank letter stating that you maintain a bank account in the name of the business
- National Travel Agent Association proof of membership such as confirmation letter from the association

If you are not a member of the National Travel Agent Association, then please provide:
- One (1) letter of recommendation from an IATA Airline or Global Distribution System (GDS) or two (2) letters of recommendation from travel and tourism industry suppliers i.e. major hotel chain, car rental companies, theme parks, etc.

TIDS will be Free of charge as from September 1st 2020
Why join IATA’s Travel Agent network?

• Gain credibility and global industry recognition with the IATA Travel Agent numeric code

• Connect more easily with industry partners

• Manage your own airline ticketing and access to airlines using one single agreement

• A single, streamlined interface for billing and reporting for simplified reconciliation

• Professional recognition - eligible agency employees can apply for the IATA / IATAN ID Card - giving access to travel suppliers' concessionary offers
GoLite advantages

1. Access to flight sales with major carriers worldwide
2. No financial securities required
3. Pay as you go solution
   With IATA Easy Pay or Credit Card
4. Single process for payments, refunds and sales incentives
IATA services for travel agents – fees

Id. Services
TIDS
Free of charge
As from September, the 1st, 2020

Accreditation Services
GoLite
Application and Registration Fees
250 CHF
Annual Fees*
200 / 350 / 500 CHF

GoStandard
Application and Registration Fees
1,500 CHF
Annual Fees*
200 / 350 / 500 CHF

GoGlobal
Application and Registration Fees
2,500 CHF
Annual Fees*
48,000 CHF

*Annual fees are based on gross annual sales through the BSP: < USD200K / >USD200K<USD2M / >USD2M
IATA promotions for new GoLite agents

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<th>New GoLite***</th>
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<td>Application fees</td>
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<td>150 CHF</td>
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<tr>
<td>Registration fees</td>
<td>Free</td>
<td>100 CHF</td>
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<tr>
<td>Annual fee</td>
<td>Free**</td>
<td>200 CHF (first year**)</td>
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<tr>
<td>Promotion</td>
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* Conditions apply:
- Promotion valid in New Gen ISS countries
- Promotion valid until end of year 2020
- Promotion valid for TIDS who have been TIDS over 6 months

**Following years, annual fee varies with travel agent gross sales:
- 200 CHF (<200K$ sales per year)
- 350 CHF (200K$<x<2M$ sales per year)
- 500 CHF (>2M$ sales per year)

***Valid until end of year 2020.
How to apply to GoLite?
Agency Action List

1. Accreditation
   • Apply for GoLite or GoStandard Accreditation via the IATA Customer Portal: [www.iata.org/cs](http://www.iata.org/cs)
   • Pay accreditation fee and sign the accreditation agreement
   • Receive approval email with your IATA code

2. IATA EasyPay
   • Open your IATA EasyPay account via the IATA Customer Portal: [www.iata.org/cs](http://www.iata.org/cs)
   • Register your bank account (funding source)

3. Airline ticketing
   • Contact airlines to request ticketing authority by providing them your accreditation approval email and IATA code
Thank you!